

# GS1 US Full Truck Load Motor Carrier Load Tender & Load Tender Response Guide

(XML 204 / XML 990)



## BUSINESS PROCESS NAME

Full Truck Load (FTL) Motor Carrier Load Tender (LT) and Load Tender (LT) Response

## BUSINESS PROCESS OVERVIEW

The FTL Load Tender process is used to notify a full truckload carrier of a shipment that needs to be moved. The process incorporates a response from the truckload carrier back to the requestor.

Parties involved:

- Shipper – party with trade items to be transported
- FTL Motor Carrier – party who will transport the trade items

## TRADE PARTY MESSAGES

An FTL **Load Tender Message** is used to allow shippers or other interested parties to offer (tender) a shipment to an FTL (full truckload) motor carrier including detailed scheduling, equipment requirements, commodities, and shipping instructions pertinent to a load tender.

An FTL **Load Tender Response Message** is used to allow FTL (full truckload) carriers to accept or decline a shipment that has been tendered to them.

## OTHER OPERATIONAL CONSIDERATIONS

### Updates Allowed Y/N

Updates are allowed in the form of a Change or Cancel. If data content changes (such as reference numbers, appointments, locations, etc.), a change can be tendered and can be used to update the load.

### Timing

The Load Tender should be transmitted sufficiently in advance of the requested pick up date and time to allow enough lead time for carrier to perform the pick up if the load is accepted.

### Frequency

One load tender per shipment with the option of transmitting changes if necessary.

## RECOMMENDED ELECTRONIC MESSAGING STANDARDS

Load Tender:

- ANSI X12 204 Motor Carrier Load Tender
- GS1 XML Business Message Standard: FTL Load Tender

Load Tender Response:

- ANSI X12 990 Response to Load Tender
- GS1 XML Business Message Standard: FTL Load Tender Response

## ELECTRONIC MESSAGING BENEFITS

The load tender, and load tender response transactions are intended to provide an automated method for accurate and timely shipment notification to the carrier, and response (accept or decline) back to a shipper or interested party. This allows for expedited processing of load/carrier selection and time for problem resolution if required.

- Reducing time-consuming tasks involved in load tender and creation
- Quicker turn-time to respond to tender / offer of freight
- Reduces costly manual procedures, such as data entry, phone/email discussions, web site updates, etc.
- Allows a clear method of communication for pickup / delivery expectations and special instructions for the load
- Increases data accuracy on the front end to prevent re-work
- Feeds data accuracy to downstream messages (such as shipment status and freight billing), resulting in reduced rework on the part of all parties
- Allows for proactive problem solving to ensure pickup and delivery are made
- Enables carrier to plan capacity

## BEST PRACTICES

1. The Load Tender is not to be used to provide a motor carrier with data relative to a Less-than-Truckload bill of lading, pick-up notification, or manifest.
2. A Load Tender message shall not be used in place of the Bill of Lading. Both messages have unique business processes and support different modes of motor transportation.
  - The load tender is used by full-truckload (FTL) motor carriers, while the bill of lading is used by less-than-truckload (LTL) motor carriers. The business processes and business requirements for each are different.
3. The FTL load tender cannot be substituted for the advance ship notice. The load tender does not provide the same level of shipment detail that can be found in an advance ship notice (ASN).
4. The load tender response message is always implemented as a companion message to the load tender message. The load tender response shall not be implemented independently.
5. It is best to avoid manual, independent freight selection processes, such as load selection Internet applications. If a load is tendered electronically to the carrier, do not have the carrier also go to an internet application to view and select their loads.
  - It is recommended that the same method of electronic communication is used throughout the process.

6. If appointments are preset, a specific appointment date/time should be provided:
  - a. If the carrier is required to secure the appointment, the tender should clearly articulate that requirement.
  - b. If the ready date/time must be adjusted, a change to the load tender is preferred.
7. The Load Tender shall be implemented prior to other downstream processes (such as shipment status, freight billing and remittance advice) in order to enable the matching of these downstream processes to the original load tender.
8. The Load Tender Response should not be used to communicate appointments or changes to a load tender.
9. The shipment ID contained within the Load Tender should be returned in the Load Tender Response, and is used to match a Load Tender Response back to the Load Tender.
10. When the Load Tender Response is returned back to the shipper, the shipper should link the carrier's load number (commonly referred to as a PRO number) back to the shipment ID, and track both numbers for ease of referencing the tender when working with the carrier.
11. Shipment identification reference should retain the integrity of the number. For example, do not insert special characters in the shipment identification in any future references to the load (e.g., during phone or email discussions concerning the load; in downstream electronic messages; in either internal or external applications; etc.). Inconsistent depictions of the same shipment identification can be a potential problem in those situations where a shipper has multiple applications referencing the same shipment, yet those separate applications have different mechanisms for the depicting the same shipment.
  - a. The shipment id in the load tender should be used to link any downstream shipment status messages received from the carrier, as well as the associated freight invoices back to the original load tender. Shipment IDs should be unique and should not be reused within a two year period.
12. A Functional Acknowledgement Message (X12 EDI 997 transaction, etc.) should be returned to the shipper upon receipt of a load tender within 15 minutes. A Functional Acknowledgement should not be considered a replacement for a load tender response. The Functional Acknowledgement should only be used to confirm the carrier has successfully received the tender and should not be used to assume the carrier has accepted the tender.
13. It is recommended that a load tender response be sent back to the shipper for every load tender.
14. The GS1 US/VICS Bill of Lading Number should be used as the shipment's bill of lading number and can be expected in the return shipment status and invoice.

## REFERENCE DOCUMENTS

- [\*Logistics Model\*](#)
- [\*The GS1 US Bill of Lading Frequently Asked Questions\*](#)
- [\*The GS1 US Full Truck Load \(FTL\) Shipment Status Process Flow \(X12 214\)\*](#)

**NOTE: As with all GS1 Standards and solutions, this guide is voluntary, not mandatory. It should be noted that use of the words "must" and "require" throughout this document relate exclusively to technical recommendations for the proper application of the standards to support the integrity of your implementation.**



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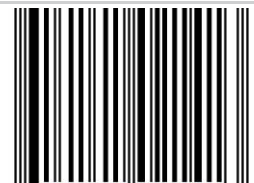
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